

Message Text

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71

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /018 W

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P R 241941Z JUN 74

FM AMEMBASSY PANAMA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 1008

UNCLAS PANAMA 3619

EO 11652: N/A

TAGS: BEXP, PN

SUBJ: REQUEST FOR PRIORITY ON \$1.7 MILLION TRUCK ORDER

FOR DAVID H. BAKER, DIBA/OED OR DIRECTOR, DIBA/MEPD

1. THE MINISTER OF PUBLIC WORKS OF PANAMA ADDRESSED LETTER TO AMBASSADOR JORDEN REQUESTING LATTER'S ASSISTANCE IN CONVEYING TO BROOKS MCCORMICK, PRESIDENT, INTERNATIONAL HARVESTER (I-H), PANAMA'S URGENT NEED FOR 94 TRUCKS WHICH HAVE BEEN ON ORDER SINCE JANUARY. SOME OF TRUCKS ARE NEEDED FOR PROJECTS IN FALL 1974 AND 70 MODEL 2050A DUMPERS ARE NEEDED BY JANUARY 30, 1975 AND ANOTHER 14 NEED BY FEBRUARY 28, 1975. PROJECTS ARE IN REMOTE AREAS WHERE ROADS IMPASSABLE FOR HEAVY TRUCKS EXCEPT DURING DRY SEASON JANUARY-MAY 1975 SO TIMING IS IMPORTANT.

2. WE UNDERSTAND THAT TIMELY DELIVERY OF THESE TRUCKS COULD IMPROVE I-H CHANCES OF SECURING SUBSTANTIAL PART OF \$3 MILLION ADDITIONAL TRUCKS AND EQUIPMENT CONTRACT AWARD IN FORTHCOMING NEGOTIATIONS DIRECTLY WITH SUPPLIERS. ACCORDING I-H DISTRIBUTOR HERE, LELAND, STEYER, VOLVO AND TOYOTA ARE AMONG FOREIGN COMPETITION VYING FOR THIS CONTRACT.

3. I-H DISTRIBUTOR ADVISES THAT ABOVE DELIVERY SCHEDULE IN JEOPARDY DUE TO DEMAND FOR TRUCKS BY DOMESTIC U S DEALERS AND BUYERS. DISTRIBUTOR BELIEVES APPROACH TO MCCORMICK NEEDED TO SECURE PRIORITY FOR DELIVERY AS SCHEDULED.

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4. IF YOU BELIEVE APPROACH WARRANTED IN SUPPORT OF THIS
EXPORT ORDER AND OF POSSIBLE FOLLOW-ON SALE, REQUEST
YOU CALL MCCORMICK AT (AREA CODE 312) 527-0200 AND
RELAY MINISTER'S REQUEST.
JORDEN

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NNN

Message Attributes

Automatic Decaptioning: X
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Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
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Disposition Reason:
Disposition Remarks:
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Executive Order: N/A
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TAGS: BEXP, PN
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